

DATA DRIVEN WEB PAGE GENERATOR

Inventor: Kimberly READ

Docket No. 10013080-1

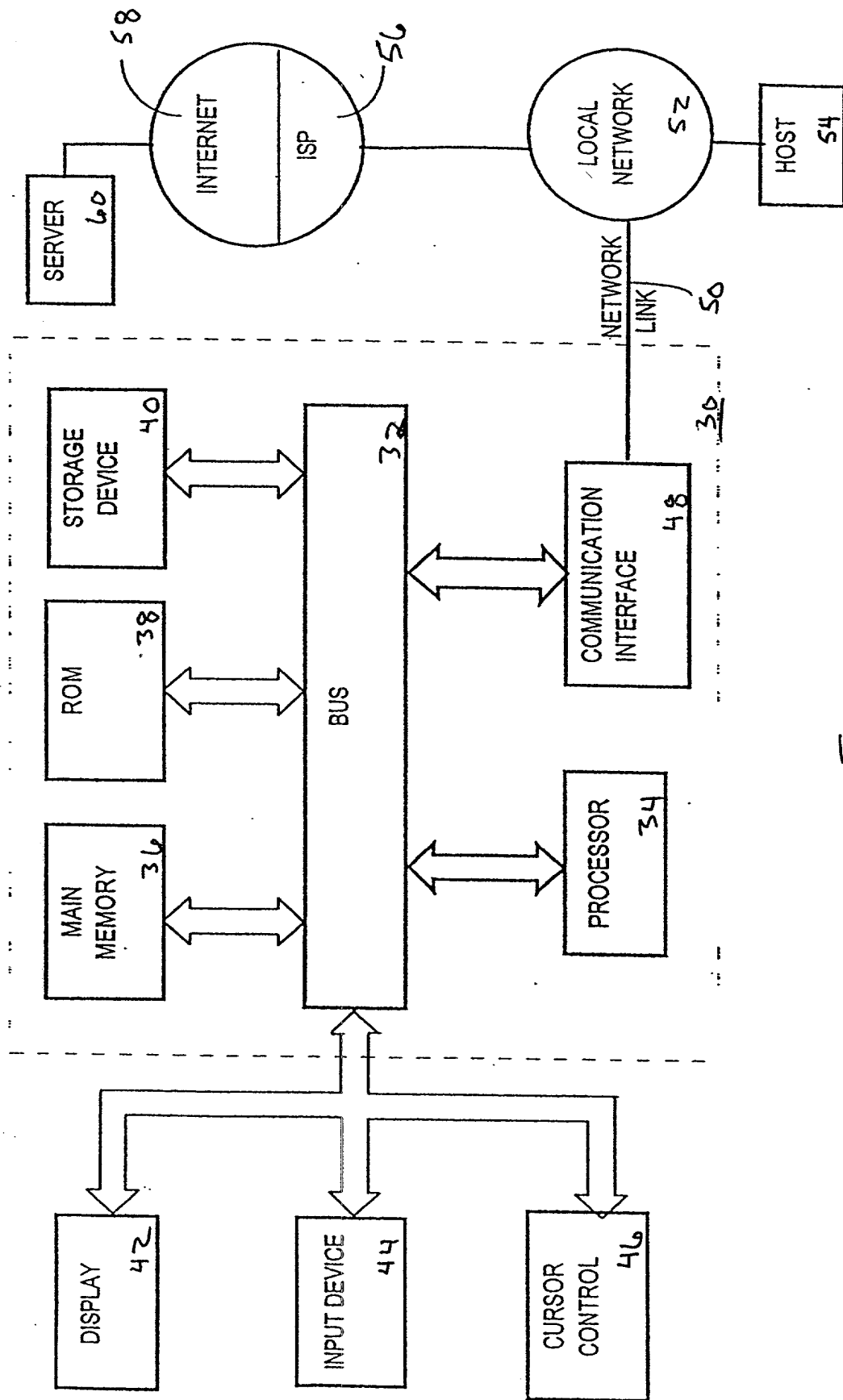


FIG. 1

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Channel Conflict

Are there Multiple resellers bidding? ☐ Yes ☐ No ☐ Not to our knowledge

Is distributor earning their margin? ☐ Yes ☐ No

Service Provided: ☐ Yes ☐ No

Is their an HP EU SR Involved? ☐ Yes ☐ No

Who is driving the sales process? ☐ Distributor ☐ Reseller ☐ Corp VAR ☐ HP - EU SR

Additional Customer Information

Division:

Name:

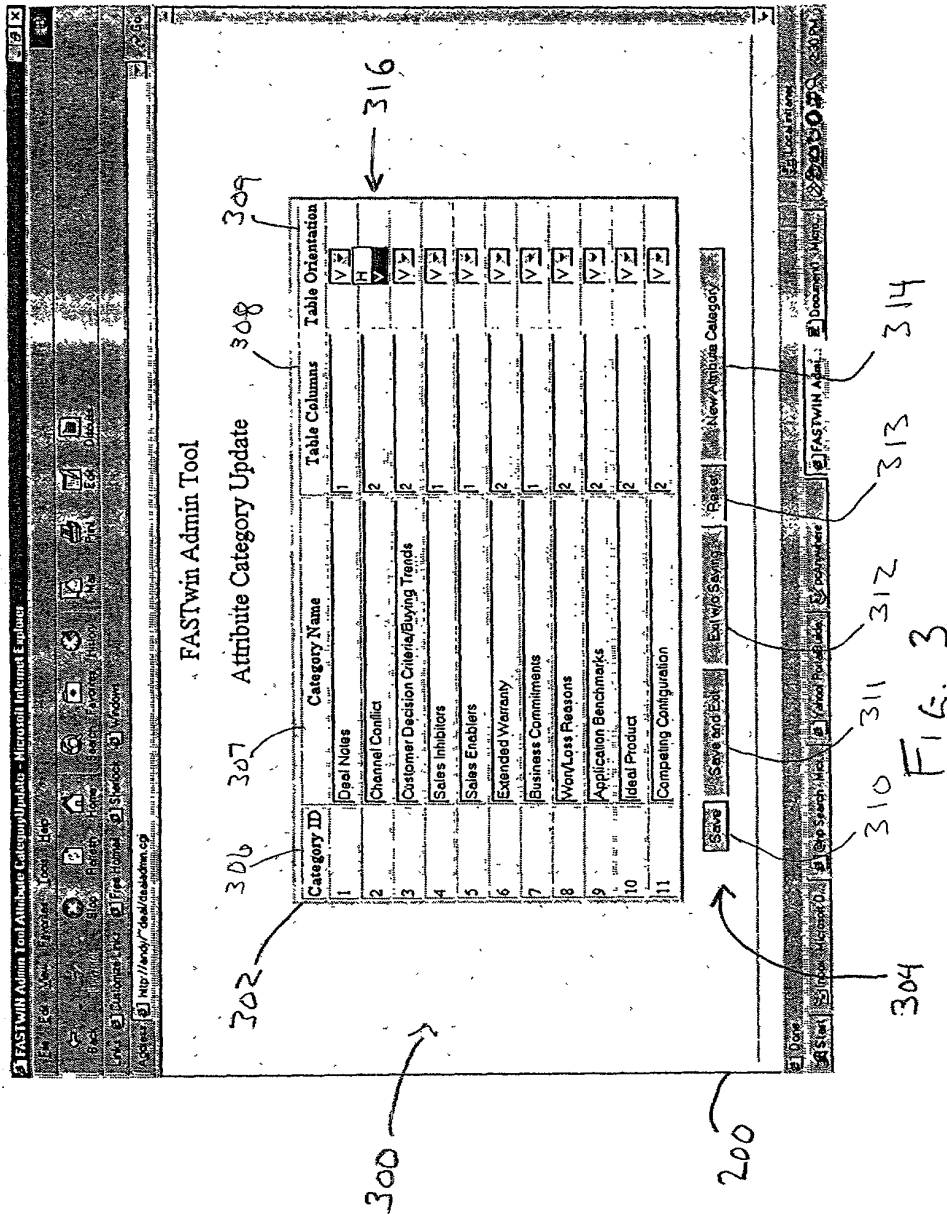
Customer Decision Criteria/Buying Trends

Decision Maker:

NOTES

This is an example if a real-life application that uses the Data Driven web Page Generator. All of the above was defined by a business owner and the page builds itself. No programming or web knowledge was needed, just the business knowledge.

FIG. 2



105007 62602650

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404 402 400 200

FASTWIN Admin Tool Attribute Group Update - Microsoft Internet Explorer

Address: http://localhost/atl/atladmin.asp

Attribute Group Update

410 411 412 413 414

406 407 408 409

Category ID	Group ID	Group Order	Group Name
1: Deal Notes	17	1	Situation and Business Climate
1: Deal Notes	18	2	Other Deal Notes
2: Channel Conflict	11	1	Are there Multiple resellers bidding?
2: Channel Conflict	12	2	Is distributor earning their margin?
2: Channel Conflict	13	3	Is reseller earning their margin?
2: Channel Conflict	14	4	Is their an HP EU SR involved
2: Channel Conflict	15	5	Who is driving the sales process?
2: Channel Conflict	16	6	Other Channel Conflict Notes
3: Customer Decision Criteria/Buying Trends	25	1	Additional Customer Information
3: Customer Decision Criteria/Buying Trends	26	2	Decision Maker
3: Customer Decision Criteria/Buying Trends	1	3	Products with Ultimate performance
3: Customer Decision Criteria/Buying Trends	8	4	Products with good enough performance
3: Customer Decision Criteria/Buying Trends	2	5	Lowest cost productivity

416 418

FIG. 4

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FASTWIN Admin Tool Attribute Update - Microsoft Internet Explorer

504 505 506

Attribute ID	Attribute Type	Attribute Name
1	CHECKBOX	Customer Name
2	CHECKBOX	Customer pays incremental costs
3	TEXT10	Yes
4	TEXT40	No
8	RADIO	Kbytes
9	RADIO	Mbytes
10	RADIO	Gbytes
11	RADIO	Not to our knowledge
15	RADIO	Distributor
16	RADIO	Reseller
17	RADIO	Copy VAR
18	RADIO	HP-EUSR
23	RADIO	Ultra Standard Specifications
24	RADIO	Have Vendor run Benchmark
25	RADIO	Run extensive Benchmarks w/ competition
26	RADIO	Next Day
27	RADIO	One Week

502

500 →

508

510

512

FASTWIN Admin Tool

File Edit View Options Help

Address: http://www.fastwin.com/

Tools Microsoft Word Microsoft Excel Microsoft PowerPoint Microsoft Access Microsoft Outlook Microsoft Internet Explorer

FASTWIN Admin Tool

File Edit View Options Help

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Tools Microsoft Word Microsoft Excel Microsoft PowerPoint Microsoft Access Microsoft Outlook Microsoft Internet Explorer

Fig. 5

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Default
Value

FASTWIN Admin Tool Attribute Group Association Update - Microsoft Internet Explorer

Address: http://www.fastwin.com

Attribute	Order	Group	Attribute	Order
17 Deal Notes Situation and Business Climate	10	603	7 TEXTAREA NOTES	10
18 Deal Notes Other Deal Notes	20	604	7 TEXTAREA NOTES	20
19 Channel Conflict Are there Multiple resellers bidding?	10		19 TEXT 40 Division	10
20 Channel Conflict Are there Multiple resellers bidding?	20		20 TEXT 40 Location	20
21 Channel Conflict Are there Multiple resellers bidding?	30		21 TEXT 40 Name	30
22 Channel Conflict Are there Multiple resellers bidding?	10		51 TEXT 40 Negative	10
23 Channel Conflict distributor earning their margin?	20		50 TEXT 40 Positive	20
24 Channel Conflict distributor earning their margin?	30		29 TEXT 40 Product	30
25 Channel Conflict distributor earning their margin?	10		44 TEXT 40 Proposed solution before expiration	10
26 Channel Conflict distributor earning their margin?	20		6 TEXT 40 SHORT NOTES	20
27 Channel Conflict distributor earning their margin?	30		12 TEXT 40 Service Provided	30
28 Channel Conflict distributor earning their margin?	10		22 TEXT 40 Title	10
29 Channel Conflict distributor earning their margin?	20		7 TEXTAREA NOTES	20
30 Channel Conflict distributor earning their margin?	30		3 RADIO Yes	30
31 Channel Conflict distributor earning their margin?	10		4 RADIO No	10
32 Channel Conflict distributor earning their margin?	20		12 TEXT 40 Service Provided	20
33 Channel Conflict distributor earning their margin?	30		3 RADIO Yes	30
34 Channel Conflict distributor earning their margin?	10		4 RADIO No	10
35 Channel Conflict distributor earning their margin?	20		15 RADIO Distributor	20
36 Channel Conflict distributor earning their margin?	30		16 RADIO Reseller	30
37 Channel Conflict distributor earning their margin?	10		17 RADIO Carrier	10
38 Channel Conflict distributor earning their margin?	20			20
39 Channel Conflict distributor earning their margin?	30			30

FASTWIN Admin Tool Attribute Group Association Update - Microsoft Internet Explorer

Address: http://www.fastwin.com

Fig. 4

200

600
602

607
608
609